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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 1, February 1985

SOUTHERN REGION (SCPA)

Alabama A & M University
Auburn University
Clemson University
Duke University
Duke University - Fuqua School of Business
Florida A & M University
Georgia Institute of Technology
University of Georgia
Jackson State University
University of Kentucky
Mary Washington College
Memphis State University
Mississippi State University
University of Mississippi
North Carolina A & T State University
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
University of South Florida
Tennessee State University
University of Tennessee - Knoxville
Tulane University
Vanderbilt University
Vanderbilt University - Owen Graduate School of Management
Virginia Polytechnic Institute and State University
University of Virginia
University of Virginia - Colgate Darden Graduate School of Business
Wake Forest University
Wake Forest University - Babcock Graduate School of Management

The 187 placement offices at the 163 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Southern region.

The data are based on salary offers made to students graduating between September 1, 1984, and August 31, 1985. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (January 5 through February 1) and cumulatively (September 1 through February 1). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/5/85 THROUGH 2/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 2/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	145	739	$1674	$1695	$1875	$1667	$1500	248	2423	$1628	$1669	$1792	$1666	$1300
Business—General (incl. Mgmt.)	14	138	1431	1561	*	*	*	53	773	1509	1580	2000	1500	1030
Marketing & Distribution	10	55	1625	1522	*	*	*	32	471	1568	1530	1958	1583	1208
HUMANITIES & SOCIAL SCIENCES														
Humanities	11	52	1171	1379	*	*	*	22	189	1212	1340	1750	1221	800
Economics[2]	1	8	900	1495	*	*	*	10	81	1357	1470	*	*	*
Other Social Sciences	5	31	1421	1453	*	*	*	23	237	1293	1350	1600	1300	900
ENGINEERING														
Aeronautical	1	34	1931	2269	*	*	*	5	116	1805	2187	*	*	*
Chemical	13	145	2323	2367	*	*	*	34	440	2351	2356	2500	2425	2042
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	6	60	1905	2022	*	*	*	18	298	1927	1940	*	*	*
Electrical (incl. Computer Engrg.)	42	648	2244	2267	2425	2252	1980	156	2322	2113	2240	2400	2200	1559
Geological	+	7	+	2315				+	18	+	2312			
Industrial	10	70	2017	2154	*	*	*	27	302	2084	2156	2417	2000	1865
Mechanical	45	372	2217	2285	2400	2208	2083	121	1299	2083	2226	2417	2167	1506
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	2	20	2083	2316	*	*	*	5	67	1737	2256	*	*	*
Mining	+	1	+	2470				+	11	+	2100			
Nuclear (incl. Engrg. Physics)	1	6	2300	2276	*	*	*	3	27	1890	2233	*	*	*
Petroleum	+	58	+	2704				+	162	+	2678			
Engineering Technology	11	72	2110	2122	*	*	*	27	227	2076	2137	2417	2083	1708
SCIENCES														
Agricultural Sciences	+	13	+	1435				3	62	1601	1439	*	*	*
Biological Sciences	1	6	1334	1365	*	*	*	3	32	1128	1466	*	*	*
Chemistry	+	17	+	1939				3	36	1297	1846	*	*	*
Computer Science	23	255	1987	2099	2300	2083	1380	67	897	1909	2041	2292	2000	1333
Health (Medical) Professions	+	4	+	1451				+	76	+	1869			
Mathematics	1	12	2000	1960	*	*	*	1	54	2000	1994	*	*	*
Other Physical & Earth Sciences	2	8	1545	1639	*	*	*	5	43	1226	1804	*	*	*
Totals	344	2831						866	10663					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/5/85 THROUGH 2/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 2/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	144	765	$1678	$1699	$1875	$1671	$1500	255	2493	$1624	$1671	$1791	$1666	$1300
Business Administration	9	77	1578	1560	*	*	*	28	500	1469	1553	1960	1492	900
Communications	7	24	1266	1608	*	*	*	8	110	1232	1310	*	*	*
Community & Service Orgs. Work	5	7	1271	1357	*	*	*	14	41	1139	1396	*	*	*
EDP-Programming/Systems	26	298	1975	2103	2300	2059	1491	68	980	1935	2060	2292	2000	1428
Engineering	117	1387	2200	2281	2425	2225	1900	361	4945	2100	2236	2425	2190	1506
Farm & Natural Resources Mgmt.	+	3	+	1466				+	30	+	1432			
Finance & Economics	4	34	1672	1561	*	*	*	11	207	1539	1613	*	*	*
Health (Medical) Services	+	9	+	1386				2	91	1133	1787	*	*	*
Manufacturing &/or Industrial Oprs.	5	38	1948	2107	*	*	*	18	145	1915	2049	*	*	*
Mathematics/Statistics	+	4	+	1930				1	40	1200	1964	*	*	*
Merchandising/Sales Promotion	16	62	1239	1383	*	*	*	26	418	1272	1426	1667	1292	880
Personnel/Employee Relations	+	8	+	1284				2	34	1515	1592	*	*	*
Research—Non-Scientific	1	9	2167	1797	*	*	*	2	36	1937	1848	*	*	*
Research—Scientific	4	28	2222	1998	*	*	*	9	106	2002	1956	*	*	*
Rotational Training—Non-Technical	+	11	+	1501				17	84	1462	1472	*	*	*
Rotational Training—Technical	+	6	+	2360				5	26	1808	1991	*	*	*
Sales—Non-Technical Degree	3	51	1850	1570	*	*	*	31	333	1588	1556	1958	1539	1333
Sales—Technical/Scientific Degree	3	10	2249	2146	*	*	*	8	44	2160	2144	*	*	*
Totals	344	2831						866	10663					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 1/5/85 THROUGH 2/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 2/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	10	76	$1902	$2007	*	*	*	18	241	$1893	$2030	*	*	*
MBA (Non-Technical Undergraduate)	7	43	2247	2084	*	*	*	24	235	2062	2091	$2500	$2000	$1792
MBA (Technical Undergraduate)	9	18	2564	2513	*	*	*	10	57	2488	2486	*	*	*
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	+	13	+	2222				+	42	+	2192			
Industrial Mgmt. (incl. Industrial Admin.)	+	8	+	2364				+	12	+	2330			
Administration (incl. Public, Hospital, etc.)	+	2	+	2404				5	14	2065	2263	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	10	+	1135				+	23	+	1476			
Social Sciences	+	2	+	1520				+	37	+	1606			
ENGINEERING														
Chemical	2	16	2570	2571	*	*	*	2	34	2570	2460	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	1	21	2080	2389	*	*	*	3	80	2362	2321	*	*	*
Electrical (incl. Computer Engrg.)	2	49	2641	2766	*	*	*	5	252	2477	2703	*	*	*
Industrial	1	6	2550	2216	*	*	*	4	25	2485	2323	*	*	*
Mechanical	2	42	2170	2616	*	*	*	5	119	2047	2537	*	*	*
Nuclear (incl. Engrg. Physics)	+	2	+	2795				+	9	+	2619			
SCIENCES														
Chemistry	+	3	+	1945				1	9	1917	1884	*	*	*
Computer Science	5	27	2589	2296	*	*	*	7	117	2565	2449	*	*	*
Geology & Related Geological Sciences	1	18	2730	2655	*	*	*	1	55	2730	2541	*	*	*
Mathematics	+	1	+	2783				+	7	+	2557			
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	1	4	2333	2539	*	*	*	1	16	2333	2561	*	*	*
Totals	41	361						86	1384					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 1/5/85 THROUGH 2/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 2/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	+	7	+	$2344				4	37	$2107	$2367	*	*	*
MBA - Tech Undergraduate	1	2	$2917	2521	*	*	*	1	8	2917	2478	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	+	6	+	2341				5	25	2341	2498	*	*	*
MBA - Tech Undergraduate	+	1	+	2666				+	3	+	2638			
Over 4 years														
MBA - Non-Tech Undergraduate	+	9	+	2328				+	32	+	2548			
MBA - Tech Undergraduate	1	4	2667	2562	*	*	*	1	10	2667	2660	*	*	*
Totals	2	29						11	115					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	+	20	+	$3353				1	38	$3367	$3343	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	5	+	2359				+	7	+	2471			
Electrical (incl. Computer Engrg.)	+	7	+	3227				1	25	3738	3395	*	*	*
Mechanical	+	7	+	3195				+	16	+	3008			
SCIENCES														
Chemistry	1	20	$3040	2818	*	*	*	1	53	3040	2851	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	+	2	+	3374				+	6	+	2541			
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	4	+	2843				+	12	+	3109			
Physics	+	4	+	2733				+	16	+	3085			
Totals	1	69						3	173					

[1] Years of previous full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

FEBRUARY 1985 SCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1684 1800 1525	129	1437	2	1297	4			1662	2	1375	1
BUSINESS - GENERAL			1536	3	1408	4	1667	1			1750	1
MARKETING/DISTRIBUTN	1750	1			1333	4						
HUMANITIES					944	4	1750	1				
ECONOMICS					900	1						
OTHR SOCIAL SCIENCES					1269	3	1500	1				

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AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

FEBUARY 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO. MECH-EQPT		BLDG MATERIAL	
AERONAUTICAL												
CHEMICAL							2340	1				
CIVIL -CNSTR/SAN/TRP												
ELECTRICAL -COMPTR							2273 2417 2167	24	2278	1	2333	1
GEOLOGICAL												
INDUSTRIAL	2000	2					2300	1				
MECHANICAL					1875	1	2211	16	2400	1	2216	4
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS							2300	1				
PETROLEUM -NATL GAS												
ENGINEERING TECH							2051	4			1950	1

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO.MECH-EQPT		BLDG MATERIAL	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	1917	1					2147	14			1541	1
HEALTH (MED) PROFSNS												
MATHEMATICS							2000	1				
OTHR PHYSCL/EARTH SCI					1545	2						

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

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INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING					1708	1			2000	1	1871	3
BUSINESS - GENERAL					880	1					1750	1
MARKETING/DISTRIBUTN	1937	2										
HUMANITIES												
ECONOMICS												
OTHR SOCIAL SCIENCES			1800	1								

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2400	5					2233	2			2368	4
CIVIL -CNSTR/SAN/TRP									2100	1	2360	1
ELECTRICAL -COMPTR							2341	2	2287	4	2604	2
GEOLOGICAL												
INDUSTRIAL	1833	1	2250	1					2100	1		
MECHANICAL	2333	5	2235	3			2280	1	2163	4	2402	3
METALLURGICAL	2375	1										
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH	2425	1	2062	2	2167	2	2175	1				

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY						
COMPUTER SCIENCE	2425 1					
HEALTH (MED) PROFSNS						
MATHEMATICS						
OTHR PHYSCL/EARTH SCI						

FEBRUARY 1985 SCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
ACCOUNTING			1712 2			
BUSINESS - GENERAL				1042 2	1672 1	
MARKETING/DISTRIBUTN			1764 3			
HUMANITIES	1000 1			1783 1	1143 4	
ECONOMICS						
OTHR SOCIAL SCIENCES						

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL							1931	1				
CHEMICAL							1930	1				
CIVIL -CNSTR/SAN/TRP	1750	1			1900	1			1661	2		
ELECTRICAL -COMPTR					2212	4	1804	4				
GEOLOGICAL												
INDUSTRIAL					1900	1	1930	3				
MECHANICAL	2083	1			2314	4	1713	2				
METALLURGICAL							1792	1				
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH												

FEBRUARY 1985 SCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES				1334 1		
CHEMISTRY						
COMPUTER SCIENCE	1750 3			1610 2		1300 1
HEALTH (MED) PROFSNS						
MATHEMATICS						
OTHR PHYSCL/EARTH SCI						

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 01/05/85 THROUGH 02/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBUARY 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	1936	3	2917	1			2254	2				
MBA - TECHNICAL	2187	2					2700	1				

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 01/05/85 THROUGH 02/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBUARY 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL	2500	1										
MBA - TECHNICAL	2731	4					2458	1			2625	1

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 01/05/85 THROUGH 02/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBUARY 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL												
MBA - TECHNICAL												